

MONDAY

ONLINE

MAILING

Posted:09-02-2008

Top Stories

Care Center Rate Notices Posted

Late last week, DHS posted rate notices for most care centers to the nursing facility portal on the DHS web site. The remaining notices should be posted early this week. Members can access their rate notice by going to the portal at <https://nfportal.dhs.state.mn.us/PortalLogin.aspx?ReturnUrl=%2fDefault.aspx> and entering their DHS issued username and password.

The rate notices provide detail on the calculation of all portions of the Oct. 1, rate. There is information on the rebasing adjustment (pages 3-7), the COLA adjustments (page 8), and the property and external fixed rates (page 9). The total rates are presented on page 10. Members should be aware that the total rates on page 10 DO NOT include the compensation adjustments. Those will be added into the total rate after approval of a compensation plan.

Now that the rate notices are available, facilities should be providing notice to private pay residents of the rate increase effective on Oct.1. Most facilities will want to collect the full rate they are eligible for on Oct.1, on the assumption that ultimately they will have a compensation plan approved and have their total rates adjusted by DHS. Members who want to begin collecting the full increase from private pay residents effective Oct.1 should notify them that the new rate will be the property rate and external fixed rate from page 10, plus the amount in the "Oper. Rate after Comp. Plan" column on page 8 that corresponds to their RUGs class. Collecting that amount as of Oct.1 protects the provider from having to attempt to collect the compensation portion of the increase retroactively, after a compensation plan has been approved.

For Further Information:

Contact Jeff Bostic at jbostic@mhha.com.

DHS Releases Status of Long-Term Care Report

Last week, DHS posted the Status of Long-Term Care 2008 report on its web site. This report is required by statute to be prepared and submitted to the Legislature every two years, and it provides extensive data and analysis of long-term care services in the state. Members who want to read the report should click <http://tinyurl.com/5bc7z9>.

That Status of Long-Term Care report provides information on gaps in older adult services identified by counties, as well as trends in the supply and funding of various older adult services. The report includes numerous graphics that illustrate the trends and provide updates on changes since the last report was published two years ago. Using trends in utilization of nursing facilities and projected population growth, the report provides estimates of the number of nursing facility beds needed in the next twenty years.

Near the end of the report, there is a section on benchmarks for measuring the state's progress in rebalancing long-term care to promote home and community-based services as an alternative to institutional care. The four benchmarks are the percent of long-term care dollars spent on HCBS, the percent of nursing home days in low case mix classes, the percentage of elderly waiver recipients with high acuity, and the ratio of nursing home beds per 1,000 people over 65. All four of these metrics show that progress toward greater use and funding of HCBS as an alternative to nursing homes is continuing with each passing year.

For Further Information:

Contact Jeff Bostic at jbostic@mhha.com.

Compensation Survey Reports Available

MHHA recently mailed out complimentary copies of the *2008 Nursing Facility Compensation Report* and *2008 Senior Housing Compensation Report* to all survey participants and copies of those reports are available for purchase.

The salary and benefits survey has been conducted jointly with Care Providers of Minnesota and the Healthcare Human Resources Association of Minnesota for the last nine years. Those facilities that did not participate in the survey may order a copy of either report for \$95. For any participating member who wishes to purchase an additional copy of either report, the cost is \$25. To order survey reports, members can go to mhha.com and select the "MHHA Store" and then "management tools." Members can also contact Alecia Crumpler to order a report.

Nursing facility members who participated in the survey can order a Custom Report which allows them to select specific facilities, or facilities within a specific region, and receive a report that compares their salary rates to the rates of the comparison facilities. These reports offer a greater level of detail than the basic report, and for a limited additional cost. The cost of the Custom Salary Reports is \$45, and members who are interested should return the flyer that is enclosed with their 2008 Nursing Facility Compensation Report, or contact Jeff Bostic.

For Further Information:

Contact Jeff Bostic at jbostic@mhha.com.

Care Center Occupancy Drops Slightly in Second Quarter

Results from the latest MHHA occupancy survey show that occupancy in the second quarter of 2008 dropped by less than half a percentage point compared to the first quarter of the year. The chart below shows the results by district for the 208 member care centers that provided data for both quarters.

| Results of MHHA Occupancy Survey | | |
|----------------------------------|-------------------------|--------------------------|
| MHHA District | First Quarter Occupancy | Second Quarter Occupancy |
| A | 91.3 | 90.1 |
| B | 91.3 | 91.0 |
| C | 94.0 | 93.8 |
| D | 94.1 | 93.5 |
| E | 92.8 | 91.3 |
| F | 93.4 | 93.8 |
| G | 93.7 | 93.5 |
| Statewide | 93.3 | 93.0 |

As you can see from the table, districts C, D, F and G had above average second quarter occupancy percentages, with districts F and G the highest at almost one percentage point higher than the statewide average for MHHA homes. At the other end of the spectrum, homes in the northern part of the state appear to be struggling, particularly in the northwest where district A had the lowest occupancy in the first and second quarters. Both districts A and B were two percentage points or more below the state average in the first two quarters of the year.

District E, in the southwest part of the state, showed the largest drop in occupancy between the first and second quarters, at one and a half percentage points. District A also experienced a substantial decline, and District F, in the southeast portion of the state, was the only district to experience an increase in the second quarter.

The drop in occupancy was stabilized somewhat by care center's continued use of the bed closure and layaway programs. The homes participating in our survey collectively had almost 100 fewer beds in the second quarter than in the first quarter. If those beds had not been closed, the statewide occupancy percentage would have dropped much more than it did. Over time, the closure of beds has had a substantial impact on the occupancy results for MHHA member nursing homes. If the homes in our survey had the same number of beds they did in 1994, the occupancy percentage for the second quarter would have been only 74.8 percent, far lower than any actual occupancy percentage we have ever observed.

MHHA would like to thank our Medical Assistance certified nursing home members for their participation in this important survey. The third quarter occupancy survey will be emailed to nursing facility members in about a month.

For Further Information:

Contact Jeff Bostic at jbostic@mhha.com.

News Briefs

Recent HUD Notices

The U.S. Department of Housing and Urban Development (HUD) issued Notice H 08-04 on July 31 which provides guidance that outlines a request process and review criteria for owners who wish to refinance or sell a property that has received the benefits of a debt restructuring under mark-to-market under the conditions outlined in the Notice. The Notice is posted on HUDCLIPS at <http://www.hud.gov/offices/adm/hudclips/notices/hsg/files/08-04HSGN.doc>.

These Guidelines amend and restate HUD's draft Guidance dated June 2006, titled "Draft Policy for Assumption and

Subordination of Mark-to-Market ("M2M") Notes in Transfer of Physical Assets ("TPA") Transactions."

On Aug. 18, HUD issued Notice H 08-05, which provides guidance on the exclusion from income of the Economic Stimulus payments (tax rebates) received by applicants and tenants participating in HUD's rental assistance programs. The Notice is posted on HUDCLIPS at <http://www.hud.gov/offices/adm/hudclips/notices/hsg/files/08-05HSGN.doc>.

National Home and Community-Based Services Conference Will Be Held In Boston

The Spirit of Independence is the theme for the national Home and Community-Based Services Conference, Sept. 29-Oct. 1, sponsored by the National Association of State Units on Aging and the Massachusetts Executive Office of Elder Affairs. It will be held at the Boston Westin Waterfront Hotel, Boston, MA.

More information about the conference is found at http://www.nasua.org/pdf/hcbs_information2.pdf and the agenda is available at http://www.nasua.org/pdf/tentative_agenda.pdf. Conference intensives are described at <http://www.nasua.org/pdf/HCBS%20Conference%20Intensives.pdf>. To register, go to https://www.letsmeet.net/forms/nasua_reg/nasuareg1.htm.

For Further Information:

Contact Kimberly Fletcher (sponsorship, exhibits and logistics) at kfletcher@nasua.org or Bernice Hutchinson (program content) at bhutchinson@nasua.org.

DHS to Offer Sept. 25 Videoconference on Coordination of Services to Address Falls with Injury

On Thursday, Sept. 25 at 10 a.m., the Department of Human Services (DHS) will offer a videoconference, "Complementing Medical Care for Chronically Ill Seniors: Falls with Injury." Presenters will be Cathleen Clouse, M.D., Family Physician and Ericka E. Tung, MD, Family Physician.

This program is part of a series of videoconferences on roles for community partners in providing quality outcomes for seriously chronically ill and disabled seniors living in the community. Historically, a narrow, medical-centered view of frail seniors has failed to use the valuable 'eyes and ears' of community LTC and support service providers to implement more comprehensive chronic illness care. This program is designed to help participants learn the perspectives of leading Minnesota geriatricians regarding the opportunities for closer coordination of senior services and medical care related to falls with injury and repeated falling. Care coordination, whether formalized by contracts and titles or opportunistic between aging network professionals and individual physicians, needs to be locally grounded and realistic.

Dr. Tung will include some information about the wide-spread efforts at evidence-based falls prevention here in Minnesota, but the primary focus will be on the medical issues and implications for co-existing conditions from falls. Dr. Clouse will share her insights as an urgent care physician responding to fall situations. Discussion and audience questions will help identify specific information for your community-based work to complement appropriate medical management for falls.

To pre-register for this 120-minute videoconference, go to <http://agingtraining.dhs.state.mn.us>.

ALVA Leadership Development Classes Begin Oct. 10

ALVA is a leadership development program for experienced adults who are interested in providing leadership for the common good. ALVA will help you discover your unique path to leadership and develop the skills you need to be successful.

The program is offered by Vital Aging Network (VAN) and will be offered in three locations around the state--Century College in White Bear Lake, Inver Hills Community College in Inver Grove Heights, and Northwest Technical College in Bemidji--beginning Oct. 10. Classes meet one Friday a month for 8 months from 8:30 a.m. to 3:30 p.m. and will be connected via interactive TV.

This life-changing course will help participants overcome challenges of leadership in later life and find new ways to use their leadership skills. Participants will:

- Discover your lifework
- Understand the opportunities and barriers of leadership in later life
- Plan and implement a civic leadership project
- Build an ongoing network for sharing ideas, knowledge, and resources.

George Latimer, former Mayor of St. Paul and Professor of Urban Studies at Macalester College, will kick-off the course with an interactive discussion titled "Opportunities in Leadership: The Role of Older Adults in a Vital Society."

Course cost is \$750. Scholarships may be available, and applications for scholarships are due Monday, Sept. 15. Information about scholarships is found at http://www.vital-aging-network.org/files/media/ALVA_scholarship.pdf. Colleges will award ALVA Leadership Development Program Certificates at the conclusion of the course.

Register as early as possible to receive course materials that will help you prepare for the first class. Contact individual schools for specific registration deadlines.

Century College

White Bear Lake

To register call 651-779-3341
Course No. 20093-001977

Inver Hills Community College

Inver Grove Heights
To register call 651-450-8578

Northwest Technical College

Bemidji
To register call 218-333-6656

ALVA is offered with support from MHHA, Augustana Care Corporation, DARTS, Ecumen, AARP Minnesota, Alzheimer's Association, Minnesota-North Dakota Chapter and many other organizations and agencies.

For Further Information:

Contact Tom Hyder at VAN at tom@vital-aging-network.org or 651-917-4635 to learn more about this program for older adults. The brochure is found at http://www.vital-aging-network.org/files/media/ALVA_brochure.pdf.

Vital Aging Network Invites the Public to Vital Aging/Vital Communities Forum

The Vital Aging Network (VAN) invites you to attend the "Vital Aging/Vital Communities Forum" on Wednesday, Sept. 17, from 10 a.m. to noon. at the Bloomington Civic Plaza: City Council Chambers, 1800 W Old Shakopee Road in Bloomington.

The forum will include an introduction to the Vital Aging Network (VAN) and its Vital Communities Toolkit. This Toolkit is an on-line resource that addresses what is needed for vital communities. It includes surveys, questionnaires, assessment tools, and best practice models in Minnesota and throughout the nation.

The forum will also include a panel of four individuals leading local aging initiatives addressing the best practices, barriers, benefits, and next steps of building vital communities in the Twin Cities:

- Tracy Smith - City of Bloomington Human Services
- Katy Boone - Carver County Office of Aging
- Deborah Tompkins - DARTS/Dakota County Aging Initiative
- Annette Sandler - Nurturing Our Retired Citizens (NORC) project of St. Louis Park and Hopkins

Attendees will network and share ideas of perceived best practices, barriers, benefits, and next steps in their communities. People will report their discussions back to the larger group.

This forum is cosponsored by the City of Bloomington Human Services, the Carver County Office on Aging, the Dakota County Aging Initiative, the Metropolitan Area Agency on Aging, the Southeast Metro SAIL - EDP, and Jewish Family and Children's Services of Minneapolis.

Please come to this engaging presentation and learn how to impact Vital Aging/Vital Communities in your community. RSVP's are appreciated.

For further information or to RSVP, contact:

Emily Strand, VAN Program Specialist, 651-917-4648 or emily@vital-aging-network.org.

OIG Finds Some Home Health Agencies Have Repeated Citations

The Office of Inspector General (OIG) of the Department of Health and Human Services has found that fifteen percent of Medicare home health agencies (HHAs) have had the same certification deficiency cited on three consecutive surveys. Most of these 873 cyclically deficient agencies were located in six states: California, Florida, Illinois, Iowa, Michigan and Texas.

The cyclically deficient HHAs' most frequently repeated deficiency citation is related to patient plans of care. Of the 873 cyclically deficient agencies, 404 were repeatedly cited for "written plan of care established and periodically reviewed by a doctor" (Acceptance of patients, plan of care, and medical supervision; G158). On the three most recent surveys, these 873 HHAs received, on average, twice as many deficiency citations per survey compared to HHAs that did not repeat citations.

The report says that oversight by the Centers for Medicare & Medicaid Services (CMS) can be improved and recommends that CMS implement intermediate sanctions such as civil money penalties and suspension of Medicare payments for cyclically deficient HHAs, as directed by the 1987 Omnibus Budget Reconciliation Act. In addition, the report says currently CMS does not use all available deficiency history information in its oversight of HHAs. OIG found that deficiency history beyond the most recent survey can be an important indicator of performance on the next survey and can improve CMS's identification of at-risk HHAs.

The report, Deficiency History and Recertification of Medicare Home Health Agencies, is found at <http://tinyurl.com/5pnkto>.

Hartford Institute for Geriatric Nursing Updates Evidence-Based Protocols

The Hartford Institute for Geriatric Nursing's ConsultGeriRN.org has recently updated some of its many geriatric

evidence-based protocols for managing common geriatric syndromes and conditions. The following geriatric protocols were updated in Jan. 2008 and are available for review at http://consultgerirn.org/resources/geriatric_topics:

- Delirium
- Dementia
- Depression
- Falls
- Family Caregiving
- Function
- Mealtime Difficulties
- Nutrition in the Elderly
- Pain
- Urinary Incontinence

Protocols are also available on advance directives, atypical presentation, elder mistreatment and abuse, hydration management, medication, normal aging changes, oral health in aging, palliative care, physical restraints, pressure ulcers, sensory changes, sexuality issues in aging, substance abuse and treatment decision making.

For further information:

Go to <http://consultgerirn.org/>.

Member News

Member News

In this week's Member News, http://www.mhha.com/index/Member_News read about Ramsey County Care Center's Open House; renovation at North Park Plaza Apartments; Dementia Fundraiser Planned. Send your news to Bill Floyd at bfloyd@mhha.com.

Association News

URGENT MESSAGE TO MHHA MEMBERS

It came to our attention last week that a company called Convention Expo Travel in Henderson, Nevada, is contacting MHHA members regarding hotel rooms at the Hyatt Regency Minneapolis for the 2009 Institute for Older Adults Services, February 11-13. The message is that rooms are filling quickly followed by a request for credit card information to secure a room reservation.

DO NOT GIVE ANY PERSONAL OR CREDIT CARD INFORMATION TO THIS COMPANY. This company in no way represents Minnesota Health & Health Alliance, the Institute, or the Hyatt Regency.

Our attorneys are actively investigating this action and contacting the Attorney General's office.

This message is being sent to all attendees of the 2008 Institute; please pass it along to any of your staff as you feel necessary.

We request that you let us know right away if you have been contacted by Convention Expo Travel and if you provided personal information. If you have already responded to this solicitation, you are urged to monitor your credit card account carefully.

If you want to make hotel reservations for the 2009 Institute, contact the Hyatt directly at 612-370-1234. Single rate is \$101; double rate is \$116. Ask for the MHHA room block to secure these rates.

Let Us Help You Increase Your Occupancy

With a weak economy and soft housing market, maybe you've seen a slide in your occupancy. We can help. Build effective marketing skills and sharpen your sales edge by attending MHHA's Sixth Annual Marketing & Sales Certificate Program. This 2 and one-half day course, Oct. 13 - 15, will give you the knowledge, tools and skills to help you differentiate you from the competition, increase qualified leads, and close the sale, resulting in higher occupancy and a healthier bottom line. In this tight market, you can't afford vacancies! The results in your occupancy will more than pay for your time and investment. This class fills quickly and will have a waiting list. Click <http://tinyurl.com/65svzm> for more information and to register today!

There's Still Time To Register for Annual Meeting

The countdown is on for the MHHA Annual Meeting & Leadership Forum Sept. 16-19. at Madden's Resort in Brainerd. You can download the brochure and registration materials at <http://www.mhha.com/inc/data/2008AMbrochure.pdf>.

Register online today at <http://tinyurl.com/6haxje>.

Check out our 2008 Annual Sponsors at <http://www.mhha.com/inc/data/2008Sponsors.pdf>.

For Further Information:

Questions about the Program: Heidi Simpson at hsimpson@mhha.com

Questions about Annual Sponsorship: Jenny Prosser at jprosser@mhha.com

Questions about Registration: Beth Gabrysiak at bgabrysiak@mhha.com.

Reserve Your Tee Time in Brainerd

Time's running out to get in on the MHHA 4th Annual Golf Tournament on Tuesday, Sept. 16 during our Annual Meeting and Leadership Forum. For a modest fee you get to hang out with cool people all afternoon, play 18 holes on one of the most beautiful courses in Minnesota, enjoy a delicious lunch and complimentary refreshments throughout play, plus attend the 19th hole reception where you have a chance at winning some fabulous prizes... not to mention bragging rights.

Teams are forming now and filling quickly. Don't delay - use the registration form at <http://www.mhha.com/inc/data/golfregistrationform.pdf> to reserve your spot.

For Further Information:

Contact Adam Suomala at asuomala@mhha.com.

Education Solutions At-A-Glance

Click for more information or to register. <http://tinyurl.com/2egar8>.

Nurse Managers in Home Care Settings Certificate Program, Final two days: Sept. 9-10 (St. Paul)

<http://tinyurl.com/5mezjk>

MHHA Annual Meeting & Leadership Forum: Beyond Expectations, Sept. 16-19 (Brainerd)

<http://tinyurl.com/6haxje>

Marketing & Sales for Senior Living Communities Certificate Program, October 13, 14, 15 (St. Paul)

<http://tinyurl.com/65svzm>

*Sponsored by Welsh Construction and Genesis Architecture

Assisted Living Home Care Conference, Oct. 22 (St. Paul)

Co-Sponsored with the Minnesota HomeCare Association

Culture Change Coalition Program

October 24 (Blaine)

Financial Management for Home Care Providers, Fall date to be announced (Twin Cities)

Co-Sponsored with Minnesota HomeCare Association

2009 Institute for Older Adult Services, Feb. 11-13, 2009 (Minneapolis)

MHHA Education On Demand

Any time, any place! Download these Video Casts from the 2008 Institute.

Click to Order: <http://eseries.mhha.com/source/Orders/index.cfm>

Making Dreams Come True (session 120)

Culture Change: Do More Than Look At Me - Involve Me (session 105)

Motorized Assistive Devices: Balancing Individual Rights and Safety (session 133)

Creating Relationship-Centered Environments For Living (session 206)

Ethical Dilemmas in Refusal of Care: The Challenge and Solution (session 222)

Your MHHA.com

Join One of MHHA's Five On-line Communities at MHHA.com

Members can connect with their colleagues in any of the five online communities now available from MHHA. Just log in to <http://www.mhha.com> and select Online Communities from the navigation bar.

1. **Culture Change Connection** - This online community is designed to advance person-directed living in Minnesota. Share promising practices, connect with a community of supportive colleagues and access the information
2. **(ALNET) Assisted Living Nurse Network** - This online community is designed to enable nurses to network with their colleagues on a variety of topics in one central place.
3. **Housing With Services** - This online community is designed to provide housing-with-services providers with up-to-date information and to enable them to share issues, questions, tips and resources with their peers.
4. **CFO Network** - This online community is designed for MHHA CFOs, as well as other members interested in financial issues affecting long-term care providers. This online community is designed for MHHA CFOs, as well as other members interested in financial issues affecting long-term care providers.
5. **HUD Housing** - This online community will provide a means for HUD housing managers, occupancy specialists and other staff in HUD buildings to discuss issues and share information, tips and resources with their peers.

For a reference guide on using MHHA's online communities, click on <http://www.mhha.com/inc/data/OnlineCommunitiesRefguide.pdf>.

If you have an idea for a new online community or if you need further information, contact Jenny Mims at jmims@mhha.com.

Minnesota Health and Housing Alliance
2550 University Avenue West, Suite 350S, St. Paul, MN 55114-1900
Phone: 651-645-4545, Toll Free: 800-462-5368, Fax: 651-645-0002

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